

9-MONTH REPORT AS AT 30 JUNE 2014

## KEY FIGURES

IFRS in KEUR	10/2013 – 06/2014	10/2012 – 06/2013 Adjusted*	Difference	in %
<b>Earnings situation</b>				
Sales revenues	160,896	135,663	25,233	19%
EBITDA	14,301	11,954	2,347	20%
EBITDA margin (in %)	8.9	8.8		
EBIT	9,225	7,256	1,969	27%
EBIT margin (in %)	5.7	5.3		
Earnings after tax	5,698	3,718	1,980	53%
<b>Employees</b>				
Number of employees (period end)	1,068	899	169	19%
Number of full-time equivalents (ø)	905	743	162	22%
<b>Share</b>				
Number of shares (ø)	4,945,802	4,860,000	85,802	2%
Earnings per share (in EUR)	1.03	0.63	0.40	63%
<b>Balance Sheet</b>				
Total assets	146,138	142,300	3,838	3%
Shareholders' equity	50,678	49,370	1,308	3%
Equity ratio (in %)	35	35		
Net debt	10,233	6,215	4,018	65%

\* Adjusted in accordance with IAS 19 (amended 2011)

*Certain statements within this interim report constitute forward-looking statements that involve forecasts, estimates or expectations and are subject to risks and uncertainties. The actual results, performance and achievements can deviate from those expressed or implied in these forward-looking statements. Changes in the general economic and competitive situation, particularly in the core business divisions and markets, and changes in legislation, particularly those related to taxes, can cause such deviations. The German-language version of this interim report is definitive.*

*The company assumes no obligation to update statements made in this interim report.*

Dear Shareholders, Ladies and Gentlemen,

We are pleased to report that revenues improved 19% to EUR 160.9 million and the EBIT increased 27% to EUR 9.2 million during this 9-month period of the financial year 2013/14. We also surpassed the 1,000 employee mark (not including apprentices/trainees) in the quarter covered by this report.

Our focus is chiefly on integrating the new consulting competencies and technology innovations, which we are also actively managing through acquisitions. Our latest, avantum consult AG, Düsseldorf, has been a wholly owned subsidiary of All for One Steeb AG since 1 May 2014. This technology-independent consulting company is one of the leading addresses in the German-language market for business analytics and corporate performance management.

As was the case with KWP – we enlarged our shareholdings to 100% in this, our biggest subsidiary, at the end of 2013 – avantum also helps enhance our integrated business model of being an SAP full-service provider for the midmarket segment. This kind of specialised expertise is also being increasingly asked for by large accounts and opens up new opportunities for us on the market. Although the share of our recurring outsourcing revenues (including software maintenance) to sales as a whole may decline briefly – avantum mostly generates consulting revenues – our integrated business model's expanded access to the market should unlock new growth potential for recurring revenues.

As a result of this fine tuning, we have accomplished our strategy of becoming a »single-segment company«, which we are now managing and directing on a thoroughly integrated basis. For that reason, beginning with this interim report, we have discontinued our previous segment reporting. We have also refined our earlier (November 2013) forecast for the financial year 2013/14 of revenues in the range of EUR 205 million to 210 million with an EBIT of EUR 10.5 million to 11.0 million, and now expect revenues to be at least EUR 215 million with an EBIT of between EUR 11 million and 12 million.

Winning another SAP Pinnacle Award in 2014 underscores the exceptional position we hold within the global SAP ecosystem. The business magazine *brand eins* ranked us among the »Best Consultants 2014« following one of the most extensive user surveys ever conducted in Germany and one that included many major corporations. *FOCUS Money* considers us nothing less than a »stock market wunderkind«. Our stock ranks among the four securities with the strongest price performance over the past five years.

Yours sincerely,

Lars Landwehrkamp  
Chief Executive Officer

Stefan Land  
Chief Financial Officer

---

# INTERIM MANAGEMENT REPORT

from 1 October 2013 to 30 June 2014

---

*All for One Steeb AG's financial year 2013/14 deviates from the calendar year and begins on 1 October 2013 and ends on 30 September 2014. The current reporting periods for the first 9 months and the 3rd quarter cover the timeframes of 1 October 2013 to 30 June 2014 and 1 April to 30 June 2014 respectively, as well as the corresponding prior-year periods.*

## Acquisitions, Capital Measures and Adoption of Revised Reporting Requirements

The following have been included in the financial statements by way of full consolidation or, in the case of ORGA, an asset transfer since the dates indicated: myOSC.com AG (subsequently renamed OSC AG), Lübeck, since November 2012; the assets of the ORGA subsidiaries of Fiducia IT AG, Karlsruhe, since May 2013; WEBMAXX GmbH, Munich, since July 2013; and avantum consult AG, Düsseldorf, since May 2014. At the end of December 2013 we enlarged our equity interest in KWP Kümmel, Wiedmann + Partner Unternehmensberatung GmbH, Heilbronn, from 56% to 100%. We carried out a capital increase against a non-cash contribution from the authorised capital to finance the transaction.

### The avantum consult AG acquisition

During the current reporting quarter, we again concluded another strategic acquisition and closed a share purchase agreement to acquire all the shares of avantum consult AG, Düsseldorf, as scheduled. The shares were transferred and the company fully consolidated within the Group's consolidated financial statements with effect from 1 May 2014. Operating primarily in Germany and Switzerland, this unit is one of the most respected technology-independent consultancies on the market for business analytics and performance management. With its staff of some 70 people, the company generated total revenues of approximately EUR 10 million in the financial year 2013 and serves larger midmarket companies and major corporations. Besides strengthening our position as the Number 1 in the German-speaking SAP midmarket segment, we also want to use this acquisition to take a top spot in the growing overall market for business analytics and performance management. Market watchers such as Experton Group AG, Ismaning, have already ranked us among the top 20 companies in Germany (Big Data Vendor Benchmark 2013, Projects and Consulting category). During the period of May to June 2014 avantum consult AG generated external revenues of EUR 1.4 million, most of which were from consulting.

### Comparability with prior-year figures

As a result of the aforementioned acquisitions, comparability with prior-year figures is limited. The first-time adoption of the new requirements of IAS 19 »Employee Benefits« (amended 2011) made at the beginning of the financial year 2013/14 has no impact on comparability with the prior year. The prior-year financial statements were adjusted in accordance with the requirements.

### Segment Information

With the acquisition of all the shares of KWP in December 2013, the merger of AC-Service Beteiligungs GmbH with All for One Steeb AG, and the acquisition of avantum consult AG (May 2014), we consider the action we initiated in 2008 to align the Group as a »single-segment company« to be completed. Today there is no part of our Group that can be described as a separate operating segment. We no longer review profitability or decisions about the allocation of Group resources on the basis of individual segments, but rather in terms of a single integrated whole. For that reason, and beginning with this report, we no longer recognise the Integrated Solutions and HR Solutions business divisions as separate segments and have discontinued the related segment reporting.

## Principal Shareholders

The English version of the Annual Report 2012/13 (see section 5, Supplementary Report on page 36) provides information about the transfers of shares of the company among the principal shareholders of All for One Steeb AG to other companies, which are also controlled by Mr Stefan Pierer and Dr Rudolf Knünz. The conclusion of a voting agreement was also reported about. Further »internal« transactions on the part of our principal shareholders took place between April and June 2014. The corresponding voting rights announcements can be found in the notes to this interim report, as well as in the Investor Relations section of the company's website [www.all-for-one.com](http://www.all-for-one.com).

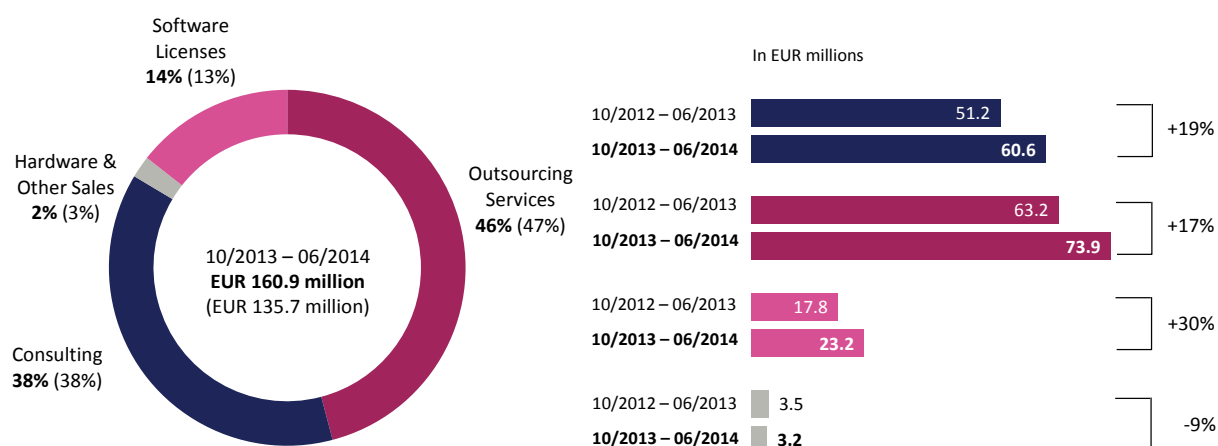
## Sales Performance

### Quarterly sales up 9% / Recurring outsourcing services revenues after 9 months gain 17%

All for One Steeb AG improved sales revenues by 19% to 160.9 million (Oct 2012 – Jun 2013: EUR 135.7 million) in this 9-month period of the financial year 2013/14. This figure includes external revenues in the amount of EUR 1.4 million from the May 2014 consolidation of avantum consult AG.

### Sales by Type

(Deviations result from the calculation of values in KEUR)



Recurring sales revenues from outsourcing services (including software maintenance) posted a gain of 17% to EUR 73.9 million (Oct 2012 – Jun 2013: EUR 63.2 million) in the current 9-month period. This increase is attributable not only to new customers, but also to our expanded range of products and services, such as operating e-mail landscapes (Microsoft) in conjunction with enterprise software (SAP) in our data centers.

Recurring revenues as a share of total revenues have, however, declined from 47% (Oct 2012 – Jun 2013) to 46% (Oct 2013 – Jun 2014). This slight shift is due primarily to the exceptionally high level of proceeds from the sale of software licenses in the first and second quarters of 2013/14. We increased revenues from the sale of software licenses by 30% to EUR 23.2 million during this 9-month period (Oct 2012 – Jun 2013: EUR 17.8 million). Projects, whose completion had been planned for the 3rd quarter 2013/14, were often already finished between October 2013 and March 2014. For this reason, the licensing revenues of EUR 5.3 million reported in the 3rd quarter 2013/14 (Apr 2012 – Jun 2013: EUR 7.0 million) reflect declines that were expected. The share of licensing revenues to total sales increased to 14% after 9 months of 2013/14 (Oct 2012 – Jun 2013: 13%). The consulting teams continue to report good overall utilisation rates, so that consulting revenues posted an increase of 19% to EUR 60.6 million (Oct 2012 – Jun 2013: EUR 51.2 million). This figure also includes the consulting revenues generated by avantum consult AG since May 2014.

## Earnings

### **EBITDA improves from EUR 12.0 million to 14.3 million / EBIT up 27% / EBIT margin of 5.7%**

The cost of materials primarily involves the costs of acquiring SAP software licensing rights and the expenses for SAP maintenance agreements. The ratio of the cost of materials declined slightly to 37% (Oct 2012 – Jun 2013: 38%). This is a result of different and at times opposing trends. Personnel expenses rose at a disproportionate rate to sales performance and increased 24% to EUR 66.4 million (Oct 2012 – Jun 2013: EUR 53.4 million). As a result of this personnel expenses as a share of sales revenues increased from 39% (Oct 2012 – Jun 2013) to 41% (Oct 2013 – Jun 2014). The inclusion of avantum consult AG is one of the reasons for this increase. Operating expenses increased 5% to EUR 21.7 million (Oct 2012 – Jun 2013: EUR 20.6 million), however its share of total revenues declined from 15% (Oct 2012 – Jun 2013) to 13% (Oct 2013 – Jun 2014). Depreciation and amortisation were EUR 5.1 million, which was slightly higher than the prior year level (Oct 2012 – Jun 2013: EUR 4.7 million). The amortisation of other intangible assets increased from EUR 2.4 million (Oct 2012 – Jun 2013) to EUR 2.7 million (Oct 2013 – Jun 2014), due in part to the inclusion of avantum consult AG.

The EBITDA after 9 months was EUR 14.3 million (Oct 2012 – Jun 2013: EUR 12.0 million), which is an increase of 20%. The corresponding EBIT clearly outperformed sales performance and rose to EUR 9.2 million, which was 27% better than the prior-year figure of EUR 7.3 million. The EBIT margin increased slightly to 5.7% (Oct 2012 – Jun 2013: 5.3%).

The financial result after 9 months was minus EUR 1.1 million (Oct 2012 – Jun 2013: minus EUR 1.3 million).

The EBT after 9 months increased by 36% to EUR 8.1 million (Oct 2012 – Jun 2013: EUR 6.0 million). The income tax charge for the current reporting period was 30% of EBT (Oct 2012 – Jun 2013: 38%).

Earnings after income tax rose to EUR 5.7 million (Oct 2012 – Jun 2013: EUR 3.7 million). Mainly as a result of enlarging the equity interest in KWP to 100%, the share of net earnings attributable to non-controlling interests declined from EUR 0.7 million (Oct 2012 – Jun 2013) to EUR 0.6 million (Oct 2013 – Jun 2014). 122,000 new ordinary shares were issued in the course of the capital increase against a non-cash contribution in December 2013. Therefore the average number of shares outstanding increased from 4,860,000 (Oct 2012 – Jun 2013) to 4,945,802 (Oct 2013 – Jun 2014). The earnings per share for this 9-month period were EUR 1.03 (Oct 2012 – Jun 2013: 63 euro cents). The adjustments made to the prior year's income statement, including the other comprehensive income, undertaken as a result of the changes in IAS 19 (amended 2011) are explained in the notes.

## Financial Position

### Group Balance Sheet

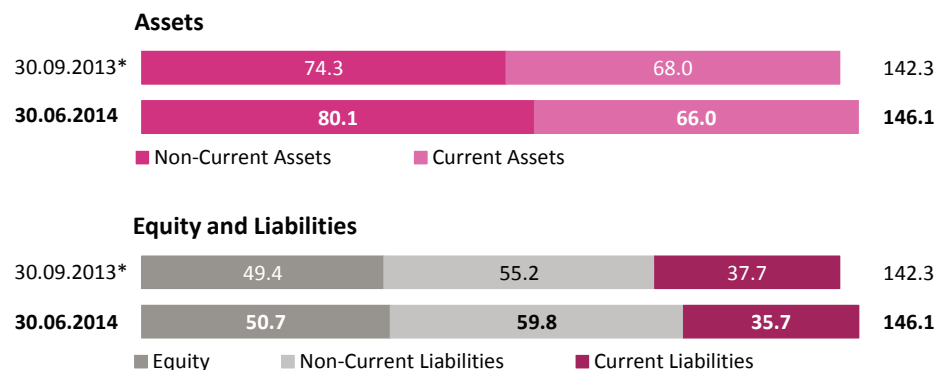
The balance sheet total as at 30 June 2014 amounted to EUR 146.1 million (30 September 2013: EUR 142.3 million) and includes the preliminary initial consolidation of avantum consult AG.

Non-current assets increased from EUR 74.3 million (30 September 2013) to EUR 80.1 million (30 June 2014). This change is attributable primarily to the increase in other intangible assets from EUR 43.5 million (30 September 2013) to EUR 48.0 million (30 June 2014) as a result of the initial inclusion of avantum consult AG. As a consequence, there was also an increase in reported goodwill from EUR 16.6 million (30 September 2013) to EUR 18.6 million (30 June 2014).

## Balance Sheet Structure

in EUR millions

(figures may contain rounding differences)



\* Adjusted in accordance with IAS 19 (amended 2011)

Current assets declined from EUR 68.0 million (30 September 2013) to EUR 66.0 million (30 June 2014). Despite the major expansion of the business, a decrease in trade accounts receivable of EUR 1.3 million to 29.5 million (30 June 2014) was reported. The decrease in cash funds of EUR 3.0 million to 28.7 million (30 June 2014) includes, among other things, the preliminary minimum purchase price payment for the acquisition of avantum consult AG, the dividend distribution of EUR 2.4 million, which was approved at the annual general meeting held on 27 March 2014, and the payment of the cash component of EUR 1.7 million for the enlargement of the shareholdings in KWP.

Non-current liabilities increased by EUR 4.6 million to EUR 59.8 million (30 June 2014) due primarily to an increase in provisions (plus EUR 1.5 million) and deferred tax liabilities (plus EUR 2.2 million).

The decrease in current liabilities by EUR 2.0 million to 35.7 million (30 June 2014) is mainly attributable to changes in trade accounts payable (minus EUR 4.7 million) and current income tax liabilities (plus EUR 1.1 million), while other liabilities increased by EUR 1.3 million to 23.6 million.

Consequently, total financial liabilities increased from EUR 37.9 million (30 September 2013) to EUR 38.9 million (30 June 2014). The net debt is currently EUR 10.2 million (30 September 2013: EUR 6.2 million).

Equity improved by EUR 1.3 million to 50.7 million and includes a negative effect on equity totalling EUR 1.7 million from the enlargement of the shareholdings in KWP that takes into consideration the use of a funding mix consisting of a capital increase and additional cash components. This equity interest was already fully consolidated prior to its enlargement and therefore represents what is purely an equity transaction. In addition, a dividend payment of EUR 2.4 million was paid to the shareholders. The equity ratio of 35% is unchanged from the prior year (30 September 2013). The results shown in the consolidated balance sheet as at 30 June 2014 were driven by changes in equity and a major organic expansion of the business as well as by the preliminary initial consolidation of avantum consult AG. The adjustments to the balance sheet made because of revisions to IAS 19 (amended 2011) are explained in the notes.

## Cash Flow and Investments

It was primarily the high level of earnings in the current reporting period – the EBITDA was EUR 14.3 million (Oct 2012 – Jun 2013: EUR 12.0 million) – that led to a significant increase in the cash flow from operating activities of EUR 3.8 million to EUR 8.5 million (Oct 2012 – Jun 2013: EUR 4.7 million).

Cash flows from investing activities totalled minus EUR 6.9 million in the current reporting period (Oct 2012 – Jun 2013: plus EUR 0.5 million) and mainly include payments of EUR 1.7 million to enlarge the equity interest in KWP. Furthermore, a preliminary minimum purchase price of EUR 5.1 million was paid for the acquisition of all the shares of avantum consult AG. In the prior year, purchase price payments of EUR 3.0 million were made to acquire 60% of the shareholdings of OSC and there was net cash in the amount of EUR 4.0 million received in connection with the ORGA transaction (see section Acquisitions, Capital Measures and Adoption of Revised Reporting Requirements). The free cash flow therefore totalled EUR 1.6 million (Oct 2012 – Jun 2013: EUR 5.2 million) in the current reporting period.

Also during the period of October 2013 to June 2014, a cash flow from financing activities in the amount of minus EUR 5.0 million was reported (Oct 2012 – Jun 2013: plus EUR 2.8 million), which included dividend payments totalling minus EUR 2.7 million (Oct 2012 – Jun 2013: minus EUR 0.9 million).

Cash funds therefore totalled EUR 28.7 million (30 June 2013: EUR 27.8 million).

## Employees

Thanks to the inclusion of the acquisitions (see section Acquisitions, Capital Measures and Adoption of Revised Reporting Requirements) and a number of new hires, we breached the mark of 1,000 employees (not including apprentices/trainees) during the current reporting quarter. The staffing strength as at 30 June 2014 increased 19% to 1,068 employees (30 June 2013: 899 employees). The average personnel capacity for the 9-month period rose 22% from 743 (Oct 2012 – Jun 2013) to 905 (Oct 2013 – Jun 2014) full-time positions. These staffing figures include All for One Steeb Yazilim Servisleri Limited Sirketi («All for One Steeb Software Services LLC»). This company, which was established about a year ago and operates as a German-language service and support facility in Istanbul, Turkey, has since grown to 19 employees, all of whom are firmly integrated into the mission of providing remote support to our customers located in countries where German is spoken. Participation in the respected Great Place to Work survey – our employees voted us Germany's »Best Employer in ICT« – also provided a number of valuable ideas for improving the many things we do for our employees, such as in terms of health management, an initiative we started implementing during this reporting period.

## Corporate Governance

The Declaration of Conformity 2014 was published on 14 February 2014. This declaration gives particular consideration to the new version of the German Corporate Governance Code that the government commission presented on 13 May 2013 and that became effective on 10 June 2013. The government commission announced on 25 June 2014 that, as in 2012, no changes in recommendations are planned for the 2014 code. This move is designed to curtail excessive regulatory developments and provide more time to examine and implement the existing recommendations. Corporate governance is firmly anchored within the Group's daily business and is not only actively »lived« in the form of responsible and transparent management and supervision, but is also continuously reviewed and improved.

## Opportunities and Risk Report

The leadership of the All for One Steeb Group is values based and continuously identifies, evaluates and manages all opportunities and risks with a view to the future. No fundamental changes in the opportunities and risk situation arose from the estimates and appraisals contained in the English version of the Annual Report 2012/13 (section 3, Opportunities and Risk



Report, page 29ff.). The greatest risks remain unchanged as outlined in the category of **risks associated with the development of the economy and the regulatory environment**, and in particular with those **risks associated with the use and valuation of tax loss carry forwards**. As such, any setbacks in the economy, restructurings under corporate law at the shareholder level, or decisions by the German Federal Fiscal Court and lower fiscal courts could still significantly impede the company's future earnings situation and cash flow. The **risks associated with acquisitions**, particularly the post-merger integration and capacity utilisation risks from enlarged consulting units, increased with the May 2014 acquisition of avantum consult AG. These greater risks are offset by the opportunities inherent in a significantly expanded base of technology, expertise and customers in the growing market for business analytics. In our view, and looked at as a whole, opportunities continue to outweigh the risks.

### Outlook for the Financial Year 2013/14

Besides a strong rise in recurring outsourcing revenues (including software maintenance), the first 9 months of 2013/14 were dominated by very high levels of license sales, which are by their very nature subject to substantial fluctuations. In addition, avantum consult AG has been included in our figures since May 2014, which is why on 31 July 2014 we adjusted our forecast of 7 November 2013 (see English version of the Annual Report 2012/13, section 4, Outlook, page 36) in which for the financial year 2013/14 we projected revenues to be in the range of EUR 205 million and 210 million with an EBIT of between EUR 10.5 million and 11.0 million. We now expect revenues to be at least EUR 215 million with an EBIT of between EUR 11 million and 12 million for the full 12 months of the financial year 2013/14. The potential for economic setbacks, which could result in a lowered demand and delinquent debts and insolvencies among our regular customers, remains a substantial risk to achieving these targets.

### Subsequent Events

On 9 July 2014 the company's supervisory board decided to extend the contracts with the two members of the management board, Lars Landwehrkamp (CEO) and Stefan Land (CFO), by an additional five years to 30 September 2019 through an early reappointment effective 1 October 2014. This is an important signal in terms of continuity and for moving forward with what has been a very successful growth and expansion strategy. The respective contracts have already been signed by both parties.

## Group Income Statement and Other Comprehensive Income from 1 October 2013 to 30 June 2014

in KEUR	10/2013 – 06/2014	10/2012 – 06/2013 Adjusted*	04/2014 – 06/2014	04/2012 – 06/2013 Adjusted*
<b>Profit and Loss Account</b>				
<b>Sales revenues</b>	<b>160,896</b>	<b>135,663</b>	<b>51,809</b>	<b>47,661</b>
Other operating income	1,005	1,968	291	839
Cost of materials and purchased services	-59,509	-51,640	-18,130	-18,292
Personnel expenses	-66,373	-53,421	-23,092	-19,384
Depreciation and amortisation (5)	-5,076	-4,698	-1,784	-1,576
Other operating expenses	-21,718	-20,616	-7,243	-6,951
<b>EBIT</b>	<b>9,225</b>	<b>7,256</b>	<b>1,851</b>	<b>2,297</b>
Financial income	245	266	77	84
Financial expense	-1,359	-1,562	-483	-848
<b>Financial result</b>	<b>-1,114</b>	<b>-1,296</b>	<b>-406</b>	<b>-764</b>
<b>Earnings before tax (EBT)</b>	<b>8,111</b>	<b>5,960</b>	<b>1,445</b>	<b>1,533</b>
Income tax (10)	-2,413	-2,242	-318	-712
<b>Earnings after tax</b>	<b>5,698</b>	<b>3,718</b>	<b>1,127</b>	<b>821</b>
<i>attributable to equity holders of the parent</i>	<i>5,092</i>	<i>3,047</i>	<i>927</i>	<i>792</i>
<i>attributable to non-controlling interests</i>	<i>606</i>	<i>671</i>	<i>200</i>	<i>29</i>
<b>Other comprehensive income</b>				
Remeasurements of defined benefit liability	0	-156	0	-52
Related tax	0	33	0	11
<b>Items that will never be reclassified to profit or loss</b>	<b>0</b>	<b>-123</b>	<b>0</b>	<b>-41</b>
Unrealised profits (+) / losses (-) from currency translation	-1	-29	6	-8
Unrealised profits (+) / losses (-) from derivative financial instruments	0	226	0	207
<b>Items that are or may be reclassified to profit or loss</b>	<b>-1</b>	<b>197</b>	<b>6</b>	<b>199</b>
<b>Other comprehensive income</b>	<b>-1</b>	<b>74</b>	<b>6</b>	<b>158</b>
<b>Total comprehensive income</b>	<b>5,697</b>	<b>3,792</b>	<b>1,133</b>	<b>979</b>
<i>attributable to equity holders of the parent</i>	<i>5,091</i>	<i>3,124</i>	<i>933</i>	<i>950</i>
<i>attributable to non-controlling interests</i>	<i>606</i>	<i>668</i>	<i>200</i>	<i>29</i>
<b>Undiluted and diluted earnings per share</b>				
Earnings per share in EUR	1.03	0.63	0.19	0.16
Average number of shares outstanding (undiluted and diluted)	4,945,802	4,860,000	4,982,000	4,860,000

\* Adjusted in accordance with IAS 19 (amended 2011)

## Group Balance Sheet as at 30 June 2014

ASSETS in KEUR	30.06.2014	30.09.2013 Adjusted*	01.10.2012 Adjusted*
<b>Non-current assets</b>			
Goodwill	18,643	16,601	14,695
Other intangible assets	48,017	43,473	39,317
Tangible fixed assets	8,025	8,943	7,840
Financial assets (7)	5,181	4,971	4,549
Other assets	65	65	7
Deferred tax assets	217	264	233
	<b>80,148</b>	<b>74,317</b>	<b>66,641</b>
<b>Current assets</b>			
Inventories	718	362	662
Trade accounts receivable	29,510	30,767	25,241
Current income tax assets	383	235	216
Financial assets (7)	3,477	3,277	2,817
Other assets	3,231	1,705	1,130
Cash and cash equivalents	28,671	31,637	18,783
	<b>65,990</b>	<b>67,983</b>	<b>48,849</b>
<b>Total assets</b>	<b>146,138</b>	<b>142,300</b>	<b>115,490</b>
<b>EQUITY AND LIABILITIES</b> in KEUR	<b>30.06.2014</b>	<b>30.09.2013</b> Adjusted*	<b>01.10.2012</b> Adjusted*
<b>Equity (8)</b>			
Issued share capital	14,946	14,580	14,580
Capital reserve	11,228	8,849	8,849
Other reserves	402	403	200
Retained earnings	19,261	19,324	15,450
<b>Share of equity attributable to equity holders of the parent</b>	<b>45,837</b>	<b>43,156</b>	<b>39,079</b>
<b>Non-controlling interests</b>	<b>4,841</b>	<b>6,214</b>	<b>1,701</b>
<b>Total equity</b>	<b>50,678</b>	<b>49,370</b>	<b>40,780</b>
<b>Non-current liabilities</b>			
Provisions	5,787	4,326	862
Post-employment benefit liabilities	1,199	1,126	710
Financial liabilities (9)	37,500	36,776	27,262
Deferred tax liabilities	15,072	12,844	9,565
Other liabilities	190	134	63
	<b>59,748</b>	<b>55,206</b>	<b>38,462</b>
<b>Current liabilities</b>			
Provisions	1,917	1,950	1,080
Current income tax liabilities	1,829	690	320
Financial liabilities (9)	1,404	1,076	3,846
Trade accounts payable	6,996	11,735	10,936
Other liabilities	23,566	22,273	20,066
	<b>35,712</b>	<b>37,724</b>	<b>36,248</b>
<b>Total liabilities</b>	<b>95,460</b>	<b>92,930</b>	<b>74,710</b>
<b>Total equity and liabilities</b>	<b>146,138</b>	<b>142,300</b>	<b>115,490</b>

\* Adjusted in accordance with IAS 19 (amended 2011)

## Group Cash Flow Statement

### from 1 October 2013 to 30 June 2014

in KEUR	10/2013 – 06/2014	10/2012 – 06/2013 Adjusted*
<b>Earnings before tax (EBT)</b>	<b>8,111</b>	<b>5,960</b>
Amortisation of intangible assets	2,663	2,393
Depreciation of tangible fixed assets	2,413	2,305
Financial result	1,114	1,296
<b>EBITDA</b>	<b>14,301</b>	<b>11,954</b>
Increase (+) / decrease (-) in cumulative value adjustments and provisions	-656	178
Other non-cash expense (+) and income (-)	-27	3
<i>Changes in assets and liabilities:</i>		
Increase (-) / decrease (+) in trade receivables	3,079	-2,372
Increase (-) / decrease (+) in financial assets	-317	-1,122
Increase (-) / decrease (+) in other assets	-872	88
Increase (+) / decrease (-) in trade payables	-4,971	-2,555
Increase (+) / decrease (-) in other liabilities	-764	-302
Income tax paid	-1,266	-1,178
<b>Cash flow from operating activities</b>	<b>8,507</b>	<b>4,694</b>
Purchase of intangible, tangible fixed and other assets**	-1,390	-1,569
Sale of intangible, tangible fixed and other assets	968	768
Purchase of consolidated company	-6,733	-3,044
Purchase of other business units	0	4,040
Interest received	243	265
<b>Cash flow from investing activities</b>	<b>-6,912</b>	<b>460</b>
Cash flow from loans and long-term financial liabilities**	0	35,000
Repayment of loans and long-term financial liabilities	-15	-28,792
Interest paid	-1,377	-1,857
Repayment of finance leases	-926	-707
Dividend payments to shareholders and non-controlling interests	-2,725	-888
<b>Cash flow from financing activities</b>	<b>-5,043</b>	<b>2,756</b>
<b>Increase / decrease in cash and cash equivalents</b>	<b>-3,448</b>	<b>7,910</b>
Effect of exchange rate fluctuations on cash funds	3	-24
Change in cash from initial consolidation of fully consolidated company	479	1,120
Cash funds at the beginning of the period	31,637	18,783
<b>Cash funds at the end of the period</b>	<b>28,671</b>	<b>27,789</b>

\* Adjusted in accordance with IAS 19 (amended 2011)

\*\* 9-month prior year figure adjusted to conform with the consolidated financial statements 2012/13

## Statement of Changes in Equity of the Group

### from 1 October 2013 to 30 June 2014

in KEUR	Share of equity attributable to equity holders of the parent					Non-controlling interests	Total share-holders' equity
	Issued share capital	Capital reserve	Other reserves		Retained earnings		
			Currency translation	Derivative financial instruments			
<b>1 October 2013</b>	<b>14,580</b>	<b>8,849</b>	<b>403</b>	<b>0</b>	<b>19,597</b>	<b>6,214</b>	<b>49,643</b>
Adjustment in accordance with IAS 8	0	0	0	0	-274	0	-274
<b>1 October 2013 Adjusted*</b>	<b>14,580</b>	<b>8,849</b>	<b>403</b>	<b>0</b>	<b>19,323</b>	<b>6,214</b>	<b>49,369</b>
Earnings after tax	0	0	0	0	5,092	606	5,698
Other comprehensive income	0	0	-1	0	0	0	-1
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>-1</b>	<b>0</b>	<b>5,092</b>	<b>606</b>	<b>5,697</b>
Issue of ordinary shares	366	2,379	0	0	0	0	2,745
Dividend distribution	0	0	0	0	-2,430	0	-2,430
Distribution to non-controlling interests	0	0	0	0	0	-295	-295
Acquisition of non-controlling interests without a change in control	0	0	0	0	-2,724	-1,684	-4,408
Acquisition of subsidiary with non-controlling interests	0	0	0	0	0	0	0
<b>Transactions with owners of the company</b>	<b>366</b>	<b>2,379</b>	<b>0</b>	<b>0</b>	<b>-5,154</b>	<b>-1,979</b>	<b>-4,388</b>
<b>30 June 2014</b>	<b>14,946</b>	<b>11,228</b>	<b>402</b>	<b>0</b>	<b>19,261</b>	<b>4,841</b>	<b>50,678</b>
<b>1 October 2012</b>	<b>14,580</b>	<b>8,849</b>	<b>426</b>	<b>-226</b>	<b>15,560</b>	<b>1,701</b>	<b>40,890</b>
Adjustment in accordance with IAS 8	0	0	0	0	-110	0	-110
<b>1 October 2012 Adjusted*</b>	<b>14,580</b>	<b>8,849</b>	<b>426</b>	<b>-226</b>	<b>15,450</b>	<b>1,701</b>	<b>40,780</b>
Earnings after tax*	0	0	0	0	3,047	671	3,718
Other comprehensive income*	0	0	-26	226	-123	-3	74
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>-26</b>	<b>226</b>	<b>2,924</b>	<b>668</b>	<b>3,792</b>
Issue of ordinary shares	0	0	0	0	0	0	0
Dividend distribution	0	0	0	0	-729	0	-729
Distribution to non-controlling interests	0	0	0	0	0	-159	-159
Acquisition of non-controlling interests without a change in control	0	0	0	0	-25	-19	-44
Acquisition of subsidiary with non-controlling interests	0	0	0	0	0	4,300	4,300
<b>Transactions with owners of the company</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-754</b>	<b>4,122</b>	<b>3,368</b>
<b>30 June 2013</b>	<b>14,580</b>	<b>8,849</b>	<b>400</b>	<b>0</b>	<b>17,620</b>	<b>6,491</b>	<b>47,940</b>

\* Adjusted in accordance with IAS 19 (amended 2011)

## Shares Held by Board Members as at 30 June 2014

SHARES	30.06.2014 Direct	30.06.2014 Indirect	30.09.2013 Direct	30.09.2013 Indirect
<b>Supervisory Board</b>				
Peter Brogle	42,513	0	41,263	0
Josef Blazicek	6,500	12,000	6,500	12,000
Peter Fritsch	24,000	0	24,000	0
Friedrich Roithner	0	0	0	0
Jörgen Dalhoff	250	0	250	0
Detlef Mehlmann	0	0	0	0
<b>Management Board</b>				
Lars Landwehrkamp	50,000	22,500	50,000	22,500
Stefan Land	32,000	0	32,735	0
	<b>155,263</b>	<b>34,500</b>	<b>154,748</b>	<b>34,500</b>

Details about the Directors Dealings disclosed by the company in the reporting period can be found in the Investor Relations section of the company's website.

---

# NOTES TO THE INTERIM REPORT

from 1 October 2013 to 30 June 2014

---

## 1. General Principles

The consolidated interim financial statements of All for One Steeb AG as at 30 June 2014 were prepared in accordance with the International Financial Reporting Standards (IFRS) as formulated by the International Accounting Standards Board (IASB). These consolidated interim financial statements comply with IAS 34 »Interim Financial Reporting«. The consolidated interim financial statements have not been audited.

The consolidated interim financial statements take into account all current business transactions, accruals and deferrals, which in the view of the company are necessary to ensure a true and fair view of the interim results. The company believes that the information and explanations are presented properly and that they provide an accurate picture of the earnings, assets and financial situation.

## 2. Significant Transactions and Changes in the Scope of the Consolidation

On 7 May 2014, All for One Steeb AG concluded a strategic acquisition and closed the share purchase agreement to acquire all the shares of **avantum consult AG**, Düsseldorf. The German Federal Cartel Office approved the proposed merger prior to the closing. The transaction is considered a business combination according to IFRS 3.

This consulting company operates predominantly in Germany and Switzerland and specialises in performance management and business analytics. avantum consult AG employed some 70 people, posted total revenues of approximately EUR 10 million in the financial year 2013 and was clearly profitable. This acquisition is of strategic importance: Together with avantum, All for One Steeb wants to take a top spot in the growing overall market for performance management and business analytics.

The preliminary purchase price of the acquisition (less cash funds acquired) is EUR 6.7 million. A fixed minimum purchase price component of EUR 5.1 million has already been paid in cash from on-hand liquidity. This purchase price component is likely to rise by an additional EUR 0.1 million subject to avantum consult AG's interim financial statements as at the date of initial consolidation. An earnout component was also agreed to and is based on the company's further performance. The total purchase price payment including the earnout is limited to an amount of EUR 10.0 million. An earnout component of EUR 2.0 million was ascertained as at the date of the acquisition. The actual earnout amount will depend on an adjusted EBIT target that avantum consult AG is to reach over a multi-year earnout phase. The earnout is due payable at the end of the earnout phase.

The preliminary purchase price allocation has been determined. The following table indicates the preliminary allocation of the acquisition costs to the fair values of the acquired assets and liabilities as at the date of acquisition and their carrying amounts immediately prior to the business combination. The carrying values from the current reporting period are subject to final review in conjunction with the preparation of the 2013/14 annual financial statements and may vary from the figures provided here:

in KEUR	Carrying amount	Adjustments to fair values	Opening carrying value
Goodwill	0	2,043	2,043
Other intangible assets	22	6,388	6,410
Tangible fixed assets	214		214
Financial assets	87		87
Inventories	13		13
Trade accounts receivable	1,650		1,650
Current tax assets	219		219
Other assets	880		880
Cash and cash equivalents	479		479
<b>Total assets</b>	<b>3,564</b>	<b>8,431</b>	<b>11,995</b>
Financial liabilities	300		300
Deferred tax liabilities	1	1,917	1,918
Provisions	22		22
Current income tax liabilities	138		138
Trade accounts payable	232		232
Other liabilities	2,210		2,210
<b>Total debts</b>	<b>2,903</b>	<b>1,917</b>	<b>4,820</b>
<b>Net assets</b>	<b>661</b>	<b>6,514</b>	<b>7,175</b>
Purchase price			7,175
Assumed cash			479
<b>Net purchase price (preliminary)</b>			<b>6,696</b>

The opening carrying value of the trade accounts receivable comprises the following:

in KEUR	
Gross receivables	1,676
Value adjustments	-26
Fair value	1,650

### Pro Forma Disclosures (IFRS 3)

External revenues of EUR 1.4 million and a contribution to earnings after taxes in the amount of minus EUR 0.2 million are attributable to the avantum consult AG acquisition for the period of May to June 2014. This includes EUR 0.1 million in depreciation and amortisation of the assets acquired in conjunction with the avantum consult AG acquisition.

Had the consolidation of avantum consult AG been made at the beginning of the financial year 2013/14, then this would have resulted in pro forma revenues of EUR 166.7 million and pro forma earnings after taxes of EUR 5.8 million. These pro forma figures were prepared for indicative purposes only. They provide no reliable information about the operating results that would actually have been achieved had the acquisition been made at the beginning of the respective periods, nor about any future revenues and earnings.



The following table shows the identifiable intangible assets assumed from the business combination expressed in KEUR:

OTHER INTANGIBLE ASSETS in KEUR	Purchase price	Estimated useful life Months
Customer base	4,379	120
Orders on hand	400	17
Trademark	1,609	infinite
	<b>6,388</b>	

The goodwill of EUR 2.0 million consists in particular of intangible assets that can neither be identified nor recognised separately as an asset other than as goodwill, and include »human capital«, such as the consultants' qualifications and expertise.

All for One Steeb presumes that the goodwill recognised in the financial year 2013/14 will not be creditable for tax purposes.

In an ad hoc announcement made on 10 October 2013, the company made known its intention of enlarging the equity interest in its largest subsidiary, **KWP Kümmel, Wiedmann + Partner Unternehmensberatung GmbH**, Heilbronn, (KWP), from 56% to 100%. This transaction was completed in December 2013. In addition to the payment of a cash component, a capital increase was carried out against a non-cash contribution from the authorised capital. AC-Service Beteiligungs GmbH, Filderstadt, which previously functioned strictly as an intermediate holding company, was merged with All for One Steeb AG.

### 3. Accounting and Valuation Methods

These consolidated interim financial statements were prepared using the accounting and valuation methods that applied for the consolidated financial statements as at 30 September 2013 – with the exception of those changes described below.

The revised version of IAS 19 »Employee Benefits« (amended 2011) was adopted by the Group for the first time in the financial year 2013/14. The previous corridor approach is no longer authorised, and instead the full amount of the post-employment benefit liabilities is presented in the balance sheet as at the respective reporting date. Actuarial gains and losses are no longer amortised over future periods and recognised rateably in the income statement, but are instead recognised directly in other comprehensive income in the periods in which they occur, with deferred taxes also being taken into account. Other measurement differences must also be considered. IAS 19 (amended 2011) is to be applied retrospectively in accordance with IAS 8. Therefore, and as result of this first-time adoption of IAS 19 (amended 2011), the prior-year figures for the Group were adjusted as follows:

In the balance sheet as at 1 October 2012, the provisions for post-employment benefit liabilities were increased by KEUR 143, while the deferred tax liabilities were reduced by KEUR 33. Overall, this led to a decline of KEUR 110 in retained earnings as at 1 October 2012. In the balance sheet as at 30 September 2013, the provisions for post-employment benefit liabilities were increased by KEUR 350 and the deferred taxes and retained earnings decreased by KEUR 77 and KEUR 273 respectively.

In the income statement for the financial year 2012/13, personnel expenses were reduced by KEUR 7 (Oct 2012 – Jun 2013: KEUR 5) and the financial expense by KEUR 9 (Oct 2012 – Jun 2013: KEUR 6). Taking into consideration deferred taxes of KEUR 3 (Oct 2012 – Jun 2013: KEUR 1), these adjustments resulted in an increase in earnings after tax of KEUR 13 (Oct 2012 – Jun 2013: KEUR 10). There was no change in the earnings per share.

### 4. Seasonal Fluctuations

Our business is subject to various seasonal fluctuations. In addition, the signing of major contracts and the servicing of large orders can result in significant differences in sales revenues and earnings.

### 5. Depreciation and Amortisation

This item includes regular amortisation of intangible assets in the amount of KEUR 2,663 (comparable period: KEUR 2,393).

## **6. Tangible Fixed Assets**

The office building belonging to the subsidiary AC Automation Center Sàrl, Brussels, was sold during the reporting period and generated proceeds of EUR 0.9 million from the sale.

## **7. Financial Assets**

The financial assets as at 30 June 2014 primarily include receivables from finance lease agreements totalling KEUR 7,417 (30 September 2013: KEUR 6,961), the current portion of which is KEUR 2,788 (30 September 2013: KEUR 2,635). The financial assets also include receivables from the insolvency hedging of pre-retirement part-time work arrangements and related accrued-hours accounts in the amount of KEUR 772 (30 September 2013: KEUR 1,007).

## **8. Equity**

The increase in the share of the interest in KWP from 56% to 100% in December 2013 represented what is purely an equity transaction that led to no change in controlling relationships. The transaction, which was funded by a capital increase against a non-cash contribution in addition to a cash component, resulted overall in a negative effect on equity of EUR 1.7 million.

The share of equity attributable to the non-controlling interests in the amount of EUR 1.7 million was reclassified to the retained earnings, and recognised in the retained earnings together with the difference between the amount of the non-controlling interests' share of equity to be reclassified and the fair value of the consideration paid. As a result, the retained earnings were reduced by EUR 2.7 million.

122,000 new registered shares were issued during the capital increase against a non-cash contribution carried out in conjunction with the transaction. These shares, with an accounting par value of EUR 3, were created with no nominal value (share certificates) and excluded statutory subscription rights. The issued share capital thereby increased from EUR 14.6 million to 14.9 million and is now divided into 4,982,000 shares (30 September 2013: 4,860,000). In addition, an amount of EUR 2.4 million was transferred to the capital reserve. The new shares have carried full dividend rights since 1 October 2013. A multi-year retention period restricts the ability to dispose of these newly issued ordinary shares. The amount of authorised capital that was created by resolution of the annual general meeting of 16 March 2011 decreased from EUR 7,290,000 to EUR 6,924,000.

Furthermore, adjustments were made to equity as required by IAS 19 (amended 2011), the impacts of which are explained here in note 3.

One item approved by the annual general meeting of 27 March 2014 was a dividend for the financial year 2012/13 of 50 euro cents per share with dividend rights, which was distributed the next day in the amount of KEUR 2,430.

## **9. Financial Liabilities**

The financial liabilities as at 30 June 2014 include liabilities to financial institutes in the total amount of KEUR 34,892 (30 September 2013: KEUR 34,530), the current portion of which is KEUR 0 (30 September 2013: KEUR 15). Financial liabilities as at 30 June 2014 also include obligations from finance lease agreements totalling KEUR 4,012 (30 September 2013: KEUR 3,322), the current portion of which is KEUR 1,404 (30 September 2013: KEUR 1,061).

## **10. Income Taxes**

Of the reported income taxes, an amount of minus KEUR 360 is deferred taxes (comparable period: minus KEUR 746).

## **11. Segment Information**

We have significantly advanced our strategy with the December 2013 acquisition of all the shares of KWP, the merger of AC-Service Beteiligungs GmbH with All for One Steeb AG, and the May 2014 acquisition of avantum consult AG. The integration of the new consulting competencies and technology innovations has progressed so far and so well, that we consider the action we initiated in 2008 to align the Group as a »single-segment company« to be completed. Since there is no longer any part of the Group that can be described as a separate operating segment, All for One Steeb has been operating as one single business segment since May 2014. Profitability and decisions about the allocation of Group resources are no longer reviewed

in terms of individual segments, but rather on a single integrated basis. For that reason, and beginning with this report, the division into segments – Integrated Solutions and HR Solutions – and the related segment reporting have been discontinued in their entirety.

## **12. Related Party Transactions**

In the reporting period revenues were generated with group companies of Pierer Industrie AG/Unternehmens Invest AG in connection with support for data processing applications. Also in the current reporting period, an agreement for the sale of software licenses and a related software maintenance contract were concluded with another company of the Pierer/Knünz group in conjunction with an SAP rollout project. All business transactions with related parties were made at terms and conditions that are customary for dealings with third parties (arm's length). Additional information about related parties can be found in the English version of the Annual Report 2012/13 on pages 74 to 76 (note 30).

## **13. Parent Company, Voting Right Announcements and Number of Voting Rights**

On 18 November 2013, **CROSS Informatik GmbH**, Wels, Austria, has informed us according to article 21, section 1 of the WpHG that the share of voting rights of CROSS Informatik GmbH in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 3%, 5%, 10%, 15%, 20%, 25%, 30%, 50% on 15 November 2013 and on that day amounted to 0.0% (this corresponds to 0 voting rights).

On 25 November 2013, **Pierer Finanzierungsgesellschaft m.b.H.**, Wels, Austria, has informed us according to article 21, section 1 of the WpHG that the share of voting rights of Pierer Finanzierungsgesellschaft m.b.H. in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has exceeded the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50% on 25 November 2013 and on that day amounted to 51.39% (this corresponds to 2,497,746 voting rights). 0.0% (this corresponds to 0 voting rights) are held directly by Pierer Finanzierungsgesellschaft m.b.H. 25.70% (this corresponds to 1,248,873 voting rights) are attributed to Pierer Finanzierungsgesellschaft m.b.H. according to article 22, section 1, sentence 1, no. 1 of the WpHG. Attributed voting rights are held by the following companies controlled by Pierer Finanzierungsgesellschaft m.b.H. and whose share of voting rights in All for One Steeb AG amount to 3% or more:

- Pierer Industrie AG

25.70% (this corresponds to 1,248,873 voting rights) are attributed to Pierer Finanzierungsgesellschaft m.b.H. according to article 22, section 2 of the WpHG. Attributed voting rights are held by the following shareholders and whose share of stock in All for One Steeb AG amount to 3% or more:

- Unternehmens Invest AG

On 25 November 2013, **Pierer Industrie AG**, Wels, Austria, has informed us according to article 21, section 1 of the WpHG that the share of voting rights of Pierer Industrie AG in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has exceeded the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50% on 25 November 2013 and on that day amounted to 51.39% (this corresponds to 2,497,746 voting rights). 25.70% (this corresponds to 1,248,873 voting rights) are held directly by Pierer Industrie AG. 25.70% (this corresponds to 1,248,873 voting rights) are attributed to Pierer Industrie AG according to article 22, section 2 of the WpHG. Attributed voting rights are held by the following shareholders and whose share of stock in All for One Steeb AG amount to 3% or more:

- Unternehmens Invest AG

On 25 November 2013, **CROSS Industries AG**, Wels, Austria, has informed us according to article 21, section 1 of the WpHG that the share of voting rights of CROSS Industries AG in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50% on 25 November 2013 and on that day amounted to 0.0% (this corresponds to 0 voting rights).

On 25 November 2013, **Pierer Invest Beteiligungs GmbH**, Wels, Austria, has informed us according to article 21, section 1 of the WpHG that the share of voting rights of Pierer Invest Beteiligungs GmbH in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50% on 25 November 2013 and on that day amounted to 0.0% (this corresponds to 0 voting rights).

On 2 January 2014, **Pierer Finanzierungsgesellschaft m. b. H.**, Wels, Austria, has informed us according to article 21, section 1 of the WpHG in a correction of a voting rights announcement correction of 23 December 2013 of a voting rights announcement of 25 November 2013 that the share of voting rights of Pierer Finanzierungsgesellschaft m. b. H. in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has exceeded the limits of 3%, 5%, 10%, 15%, 20%, 25%, 30%, 50% on 25 November 2013 and on that day amounted to 51.39% (this corresponds to 2,497,746 voting rights). 25.70% (this corresponds to 1,248,873 voting rights) are attributed to Pierer Finanzierungsgesellschaft m. b. H. from Pierer Industrie AG according to article 22, section 1, sentence 1, no. 1 of the WpHG. 25.70% (this corresponds to 1,248,873 voting rights) are attributed to Pierer Finanzierungsgesellschaft m. b. H. from Unternehmens Invest AG according to article 22, section 2 of the WpHG.

On 9 May 2014, **Robo Invest GmbH**, Dornbirn, Austria, has informed us according to article 25a, section 1 of the WpHG that on 7 May 2014 the share of financial instruments of Robo Invest GmbH that had enabled them to acquire shares in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50%. On this day the share of financial instruments amounted to 0% (this corresponds to 0 voting rights) according to article 25a of the WpHG, the share of voting rights amounted to 50.14% (this corresponds to 2,497,746 voting rights) according to articles 21, 22 of the WpHG. The financial instruments derived from a notarial splitting contract of 15 April 2014 between Robo Invest GmbH and RK Invest Holding GmbH that has since been closed.

On 9 May 2014, **„RoboCarParking“ Technologies GmbH**, Dornbirn, Austria, has informed us according to article 25a, section 1 of the WpHG that on 7 May 2014 the share of financial instruments of „RoboCarParking“ Technologies GmbH that had enabled them to acquire shares in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50%. On this day the share of financial instruments amounted to 0% (this corresponds to 0 voting rights) according to article 25a of the WpHG, the share of voting rights amounted to 50.14% (this corresponds to 2,497,746 voting rights) according to articles 21, 22 of the WpHG. The financial instruments derived from a notarial splitting contract of 15 April 2014 between Robo Invest GmbH and RK Invest Holding GmbH that has since been closed.

On 9 May 2014, **Knünz GmbH**, Dornbirn, Austria, has informed us according to article 25a, section 1 of the WpHG that on 7 May 2014 the share of financial instruments of Knünz GmbH that had enabled them to acquire shares in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50%. On this day the share of financial instruments amounted to 0% (this corresponds to 0 voting rights) according to article 25a of the WpHG, the share of voting rights amounted to 50.14% (this corresponds to 2,497,746 voting rights) according to articles 21, 22 of the WpHG. The financial instruments derived from a notarial splitting contract of 15 April 2014 between Robo Invest GmbH and RK Invest Holding GmbH that has since been closed.

On 9 May 2014, **Dr. Rudolf Knünz**, Austria, has informed us according to article 25a, section 1 of the WpHG that on 7 May 2014 the share of financial instruments of Dr. Rudolf Knünz that had enabled him to acquire shares in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 5%, 10%, 15%, 20%, 25%, 30%, 50%. On this day the share of financial instruments amounted to 0% (this corresponds to 0 voting rights) according to article 25a of the WpHG, the share of voting rights amounted to 50.14% (this corresponds to 2,497,746 voting rights) according to articles 21, 22 of the WpHG. The financial instruments derived from a notarial splitting contract of 15 April 2014 between Robo Invest GmbH and RK Invest Holding GmbH that has since been closed.

On 7 May 2014, **Robo Invest GmbH**, Dornbirn, Austria, has informed us according to article 21, section 1 of the WpHG that on this day their share of voting rights from shares in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has exceeded the limits of 3%, 5%, 10%, 15%, 20%, 25%, 30%, 50% and on this day amounted to 50.14% (this corresponds to 2,497,746 voting rights). 25.07% of the voting rights (this corresponds to 1,248,873 voting rights) are attributed to Robo Invest GmbH according to article 22, section 1, sentence 1, no. 1 of the WpHG and are held by the following companies controlled by Robo Invest GmbH, whose share of voting rights amount to 3% or more:

- Knünz Invest Beteiligungs GmbH
- Unternehmens Invest AG

25.07% (this corresponds to 1,248,873 voting rights) are attributed to Robo Invest GmbH from Pierer Industrie AG according to article 22, section 2 of the WpHG.

On 7 May 2014, „RoboCarParking“ Technologies GmbH, Dornbirn, Austria, has informed us according to article 21, section 1 of the WpHG that on this day their share of voting rights from shares in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has exceeded the limits of 3%, 5%, 10%, 15%, 20%, 25%, 30%, 50% and on this day amounted to 50.14% (this corresponds to 2,497,746 voting rights). 25.07% of the voting rights (this corresponds to 1,248,873 voting rights) are attributed to „RoboCarParking“ Technologies GmbH according to article 22, section 1, sentence 1, no. 1 of the WpHG and are held by the following companies controlled by „RoboCarParking“ Technologies GmbH, whose share of voting rights amount to 3% or more:

- Robo Invest GmbH
- Knünz Invest Beteiligungs GmbH
- Unternehmens Invest AG

25.07% (this corresponds to 1,248,873 voting rights) are attributed to „RoboCarParking“ Technologies GmbH from Pierer Industrie AG according to article 22, section 2 of the WpHG.

On 7 May 2014, **RK Invest Holding GmbH**, Wels, Austria, has informed us according to article 21, section 1 of the WpHG that on this day their share of voting rights from shares in All for One Steeb AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000 has fallen below the limits of 3%, 5%, 10%, 15%, 20%, 25%, 30%, 50% and on this day amounted to 0% (this corresponds to 0 voting rights).

The **total number of shares with voting rights of All for One Steeb AG** as at 30 June 2014 is 4,982,000 (30 September 2013: 4,860,000).

#### **14. Events after the Balance Sheet Date**

On 9 July 2014 the company's supervisory board decided to extend the contracts with the two members of the management board, Lars Landwehrkamp (CEO) and Stefan Land (CFO), by an additional five years to 30 September 2019 through an early reappointment effective 1 October 2014. The respective contracts have already been signed by both parties.

---

# INVESTOR RELATIONS

## Facts and Figures

---

### Key Figures of the Share

ISIN / WKN	DE0005110001 / 511 000
Market Segment	Prime Standard
Date of Listing	30 November 1998
Share Capital	EUR 14.95 million
Number of Shares	4,982,000 (registered shares)
Par Value	EUR 3

### Shareholder Structure

(Approximate distribution based on shareholder statements)

Pierer Industrie AG	25%
Unternehmens Invest AG	25%
BEKO HOLDING AG	12%
Qino Capital Partner AG	10%
Management and Supervisory Board (direct and indirect)	4%

### Financial Calendar

26 November 2014	German Equity Capital Forum, Frankfurt
17 December 2014	Publication of Annual and Consolidated Financial Statements 2013/14
17 December 2014	Press Conference on Annual and Consolidated Financial Statements
18 December 2014	Analyst Conference
11 March 2015	Annual General Meeting

### IR Service

Our website offers extensive investor relations services. Apart from finding company reports, analyst reports, financial presentations and information concerning the annual general meeting, you can also add your name to the distribution list to receive press releases and financial announcements.

[www.all-for-one.com/investor-relations](http://www.all-for-one.com/investor-relations)

## All for One Steeb

All for One Steeb AG is number 1 in the German-speaking SAP midmarket segment with the largest installed customer base. The full-service provider's portfolio comprises end-to-end solutions along the whole of the IT value chain. This is why market observers also rank All for One Steeb amongst the leading IT service providers in the extended market for Outsourcing and Cloud Services, Business Analytics and Performance Management, Human Capital Management, Application Management Services and Communications and Collaboration. As a one-stop-shop and general contractor, All for One Steeb employs some 1,000 employees and serves over 2,000 clients among machinery and equipment manufacturers, automotive suppliers, consumer goods industry, technical wholesalers and project and engineering services providers. All for One Steeb provides high-availability IT operations, as a full service out of its data centers, for all business-related IT systems – including SAP Solutions, Microsoft Exchange and many others. As a founding member of United VARs, the global network of leading SAP partners for small and mid-sized enterprises, All for One Steeb guarantees a comprehensive consulting and service portfolio as well as the best local support in 54 countries. All for One Steeb ranks among Germany's best employers (Great Place to Work) and the best IT consultants for the German midmarket (TOP CONSULTANT).

[www.all-for-one.com](http://www.all-for-one.com)

